

Local Market Update for October 2025

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



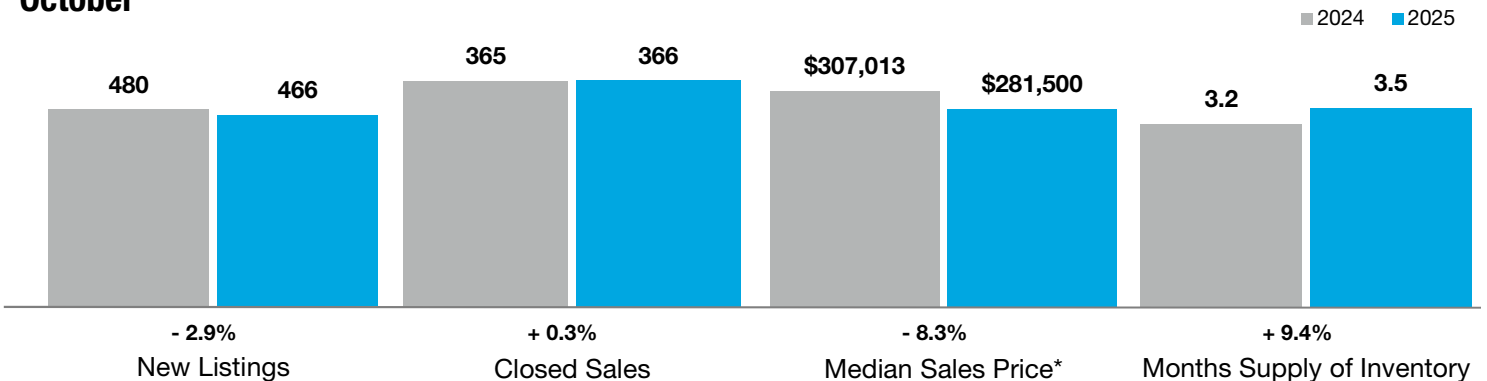
Catawba Valley Region

Includes Alexander, Burke, Caldwell and Catawba Counties

Key Metrics	October			Year to Date		
	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	480	466	- 2.9%	4,797	5,144	+ 7.2%
Pending Sales	350	420	+ 20.0%	3,525	3,742	+ 6.2%
Closed Sales	365	366	+ 0.3%	3,351	3,593	+ 7.2%
Median Sales Price*	\$307,013	\$281,500	- 8.3%	\$289,900	\$299,000	+ 3.1%
Average Sales Price*	\$356,846	\$363,692	+ 1.9%	\$355,091	\$362,179	+ 2.0%
Percent of Original List Price Received*	95.1%	93.5%	- 1.7%	95.4%	94.4%	- 1.0%
List to Close	84	94	+ 11.9%	84	96	+ 14.3%
Days on Market Until Sale	41	53	+ 29.3%	41	52	+ 26.8%
Cumulative Days on Market Until Sale	48	66	+ 37.5%	46	62	+ 34.8%
Average List Price	\$392,301	\$424,483	+ 8.2%	\$390,878	\$409,861	+ 4.9%
Inventory of Homes for Sale	1,067	1,243	+ 16.5%	--	--	--
Months Supply of Inventory	3.2	3.5	+ 9.4%	--	--	--

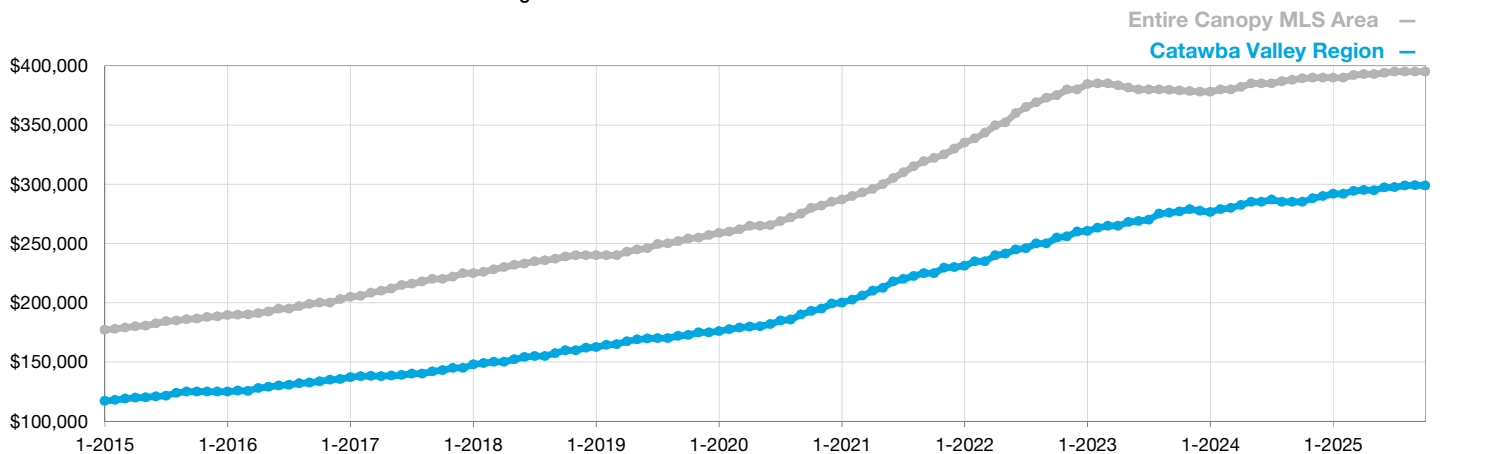
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Historical Median Sales Price

Rolling 12-Month Calculation



Current as of November 5, 2025. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2025 ShowingTime Plus, LLC.

Local Market Update for October 2025

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



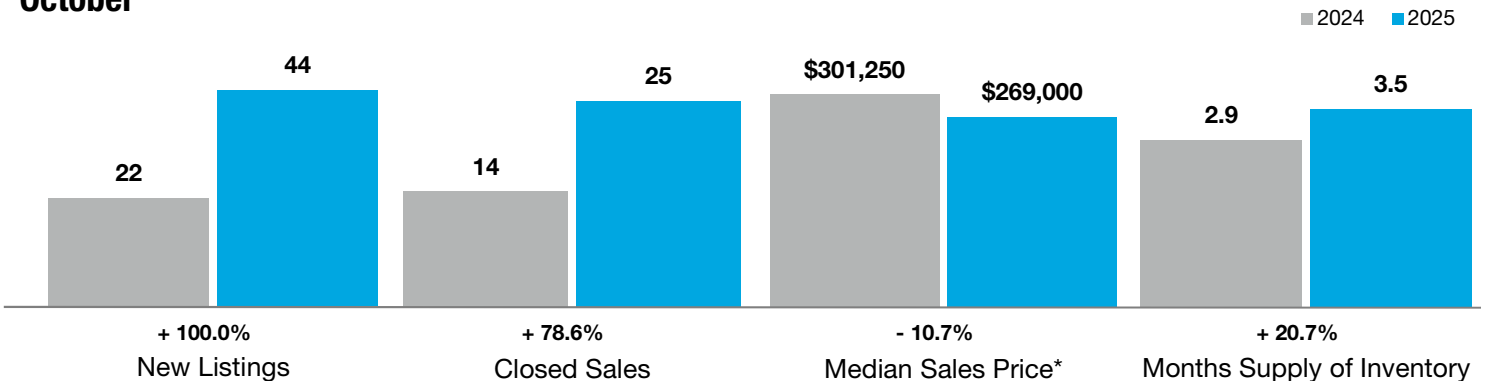
Alexander County

North Carolina

Key Metrics	October			Year to Date		
	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	22	44	+ 100.0%	290	318	+ 9.7%
Pending Sales	23	37	+ 60.9%	224	254	+ 13.4%
Closed Sales	14	25	+ 78.6%	208	237	+ 13.9%
Median Sales Price*	\$301,250	\$269,000	- 10.7%	\$295,000	\$285,000	- 3.4%
Average Sales Price*	\$358,593	\$354,116	- 1.2%	\$368,677	\$362,889	- 1.6%
Percent of Original List Price Received*	90.9%	89.2%	- 1.9%	95.9%	94.8%	- 1.1%
List to Close	104	126	+ 21.2%	87	101	+ 16.1%
Days on Market Until Sale	60	75	+ 25.0%	42	56	+ 33.3%
Cumulative Days on Market Until Sale	60	80	+ 33.3%	46	65	+ 41.3%
Average List Price	\$380,481	\$477,593	+ 25.5%	\$387,041	\$408,920	+ 5.7%
Inventory of Homes for Sale	61	82	+ 34.4%	--	--	--
Months Supply of Inventory	2.9	3.5	+ 20.7%	--	--	--

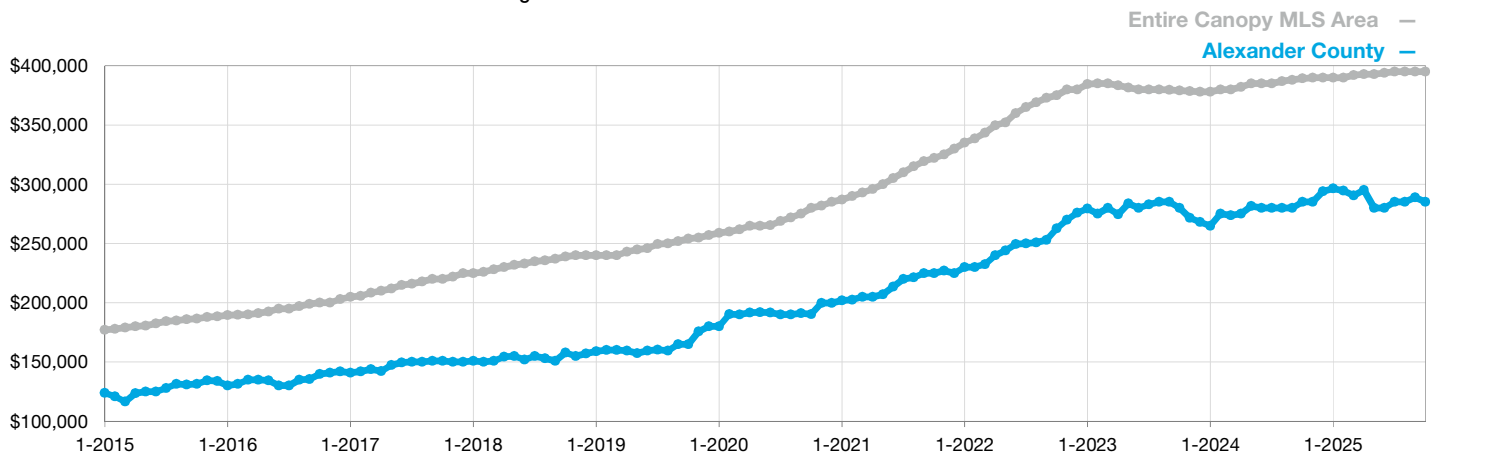
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Historical Median Sales Price

Rolling 12-Month Calculation



Local Market Update for October 2025

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



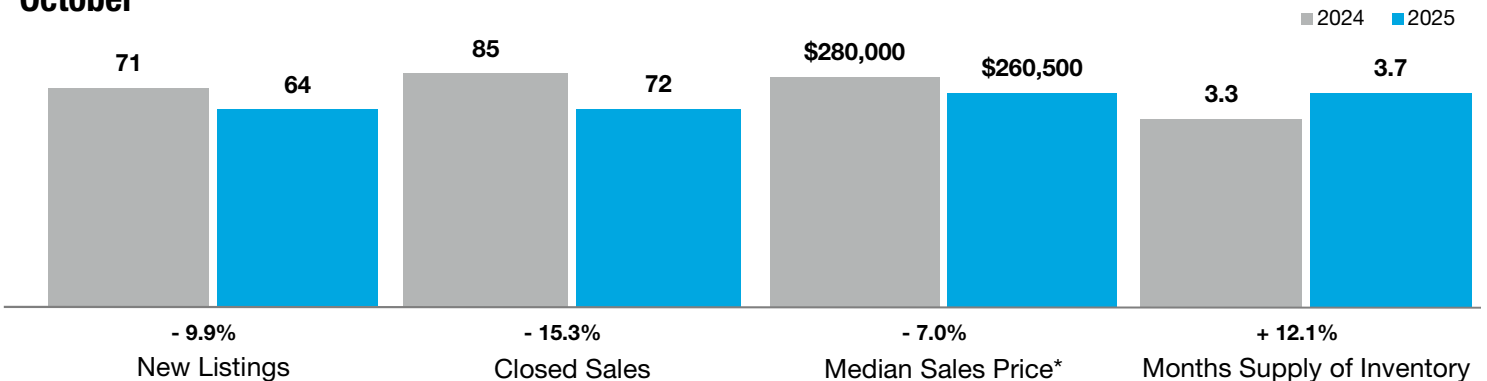
Burke County

North Carolina

Key Metrics	October			Year to Date		
	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	71	64	- 9.9%	958	901	- 5.9%
Pending Sales	62	63	+ 1.6%	707	671	- 5.1%
Closed Sales	85	72	- 15.3%	678	660	- 2.7%
Median Sales Price*	\$280,000	\$260,500	- 7.0%	\$260,000	\$273,000	+ 5.0%
Average Sales Price*	\$349,901	\$345,411	- 1.3%	\$322,741	\$340,951	+ 5.6%
Percent of Original List Price Received*	95.2%	93.1%	- 2.2%	94.5%	93.4%	- 1.2%
List to Close	87	92	+ 5.7%	80	99	+ 23.8%
Days on Market Until Sale	39	51	+ 30.8%	40	58	+ 45.0%
Cumulative Days on Market Until Sale	52	64	+ 23.1%	44	67	+ 52.3%
Average List Price	\$357,066	\$376,670	+ 5.5%	\$378,007	\$390,613	+ 3.3%
Inventory of Homes for Sale	219	239	+ 9.1%	--	--	--
Months Supply of Inventory	3.3	3.7	+ 12.1%	--	--	--

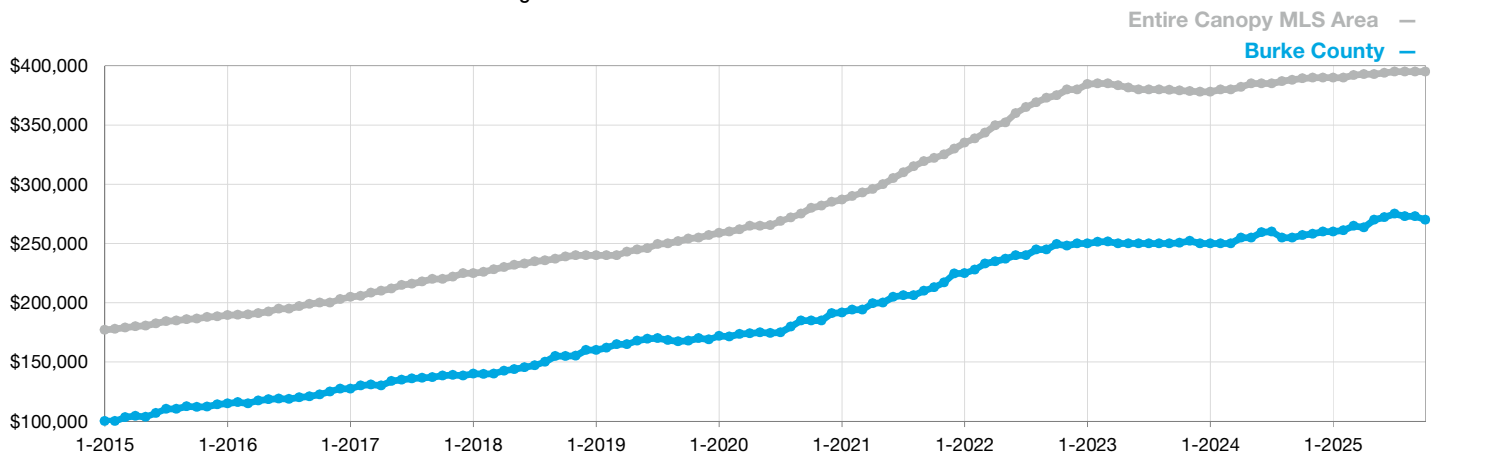
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Historical Median Sales Price

Rolling 12-Month Calculation



Current as of November 5, 2025. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2025 ShowingTime Plus, LLC.

Local Market Update for October 2025

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



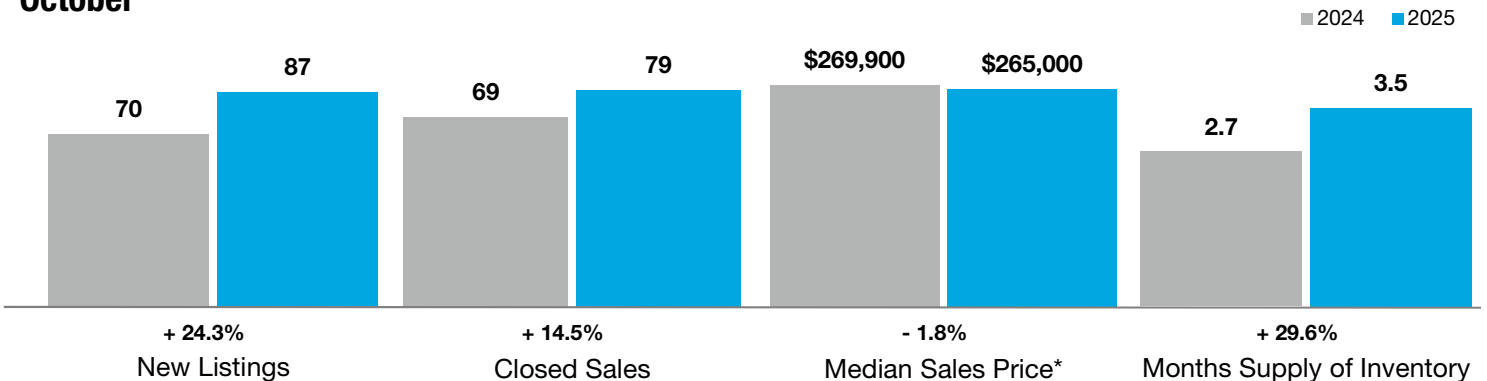
Caldwell County

North Carolina

Key Metrics	October			Year to Date		
	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	70	87	+ 24.3%	825	937	+ 13.6%
Pending Sales	55	87	+ 58.2%	649	679	+ 4.6%
Closed Sales	69	79	+ 14.5%	641	641	0.0%
Median Sales Price*	\$269,900	\$265,000	- 1.8%	\$255,745	\$267,000	+ 4.4%
Average Sales Price*	\$335,119	\$346,995	+ 3.5%	\$321,255	\$332,722	+ 3.6%
Percent of Original List Price Received*	93.7%	93.3%	- 0.4%	95.8%	94.3%	- 1.6%
List to Close	79	88	+ 11.4%	80	86	+ 7.5%
Days on Market Until Sale	40	52	+ 30.0%	38	46	+ 21.1%
Cumulative Days on Market Until Sale	42	60	+ 42.9%	42	53	+ 26.2%
Average List Price	\$347,914	\$368,053	+ 5.8%	\$359,551	\$373,907	+ 4.0%
Inventory of Homes for Sale	172	225	+ 30.8%	--	--	--
Months Supply of Inventory	2.7	3.5	+ 29.6%	--	--	--

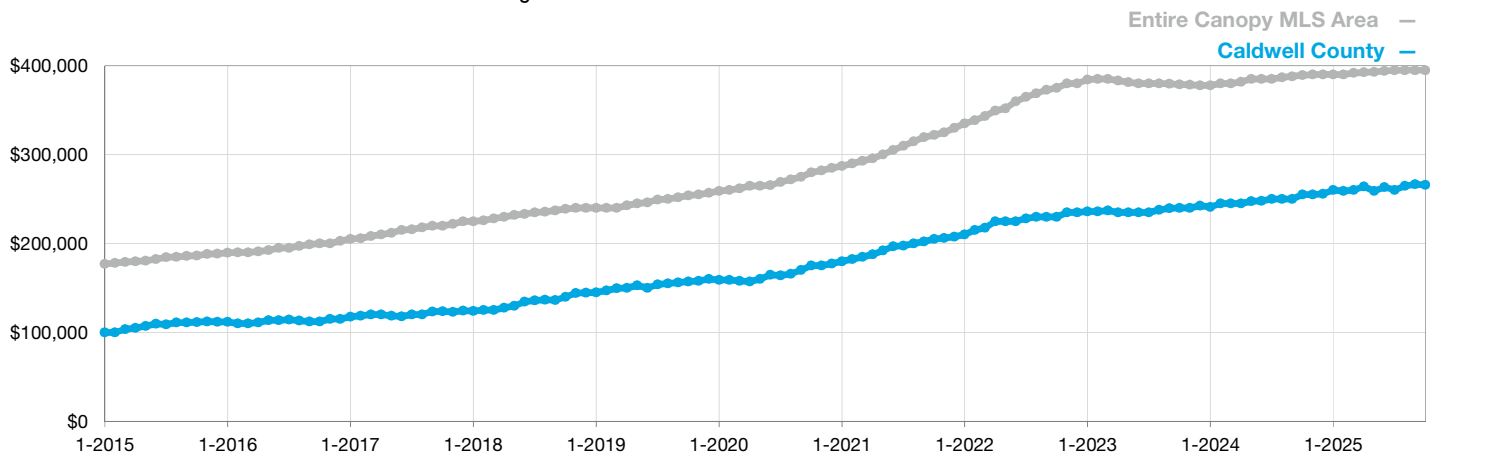
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Historical Median Sales Price

Rolling 12-Month Calculation



Current as of November 5, 2025. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2025 ShowingTime Plus, LLC.

Local Market Update for October 2025

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



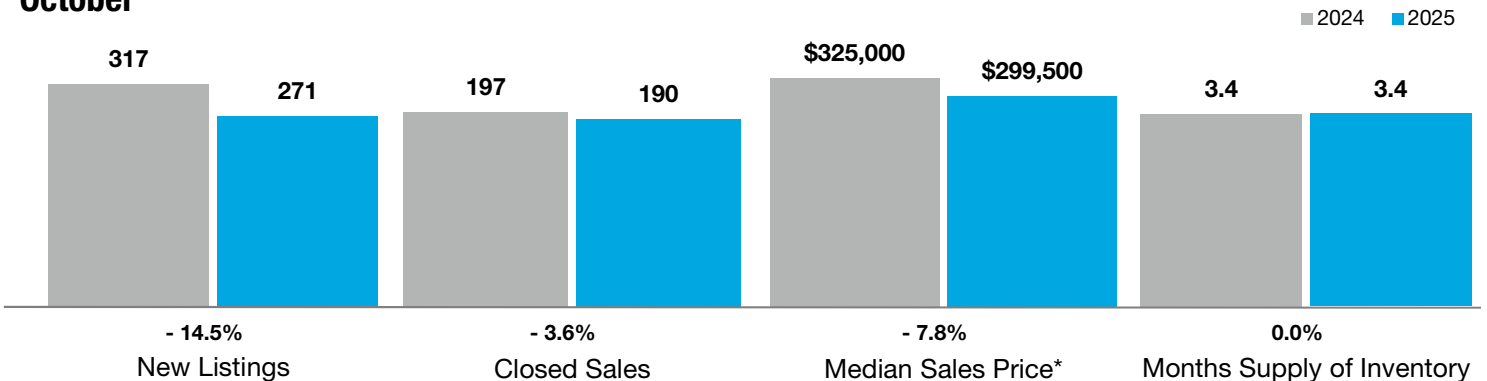
Catawba County

North Carolina

Key Metrics	October			Year to Date		
	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	317	271	- 14.5%	2,724	2,988	+ 9.7%
Pending Sales	210	233	+ 11.0%	1,945	2,138	+ 9.9%
Closed Sales	197	190	- 3.6%	1,824	2,055	+ 12.7%
Median Sales Price*	\$325,000	\$299,500	- 7.8%	\$310,000	\$314,250	+ 1.4%
Average Sales Price*	\$367,292	\$378,822	+ 3.1%	\$377,416	\$378,100	+ 0.2%
Percent of Original List Price Received*	95.9%	94.3%	- 1.7%	95.5%	94.7%	- 0.8%
List to Close	83	94	+ 13.3%	86	97	+ 12.8%
Days on Market Until Sale	41	51	+ 24.4%	42	52	+ 23.8%
Cumulative Days on Market Until Sale	47	67	+ 42.6%	49	63	+ 28.6%
Average List Price	\$411,073	\$445,060	+ 8.3%	\$405,408	\$427,161	+ 5.4%
Inventory of Homes for Sale	615	697	+ 13.3%	--	--	--
Months Supply of Inventory	3.4	3.4	0.0%	--	--	--

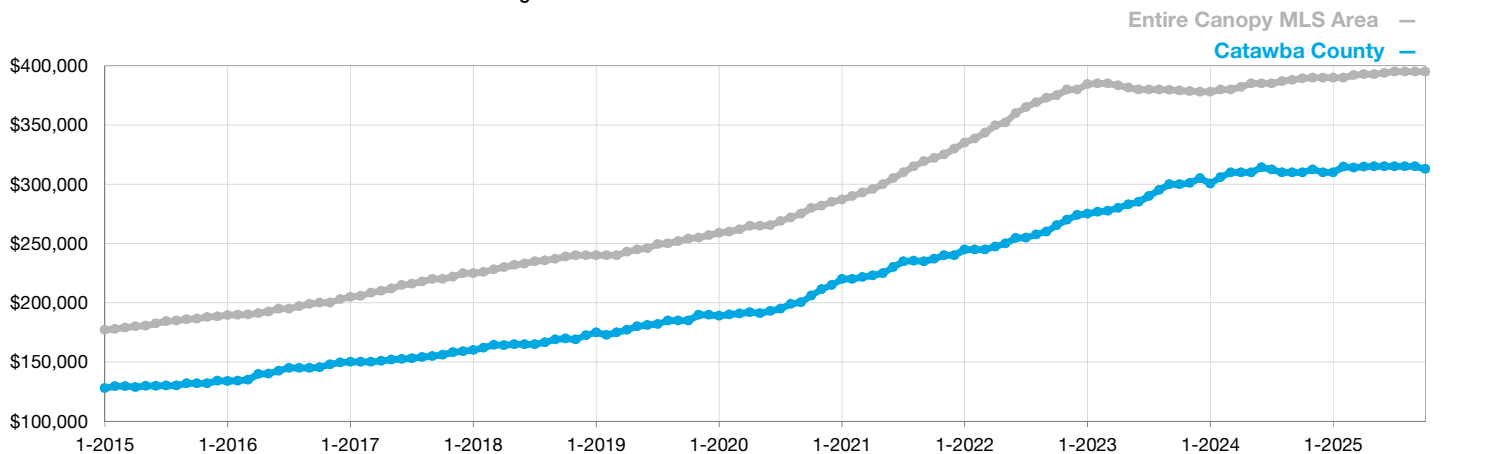
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Historical Median Sales Price

Rolling 12-Month Calculation



Current as of November 5, 2025. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2025 ShowingTime Plus, LLC.

Local Market Update for October 2025

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



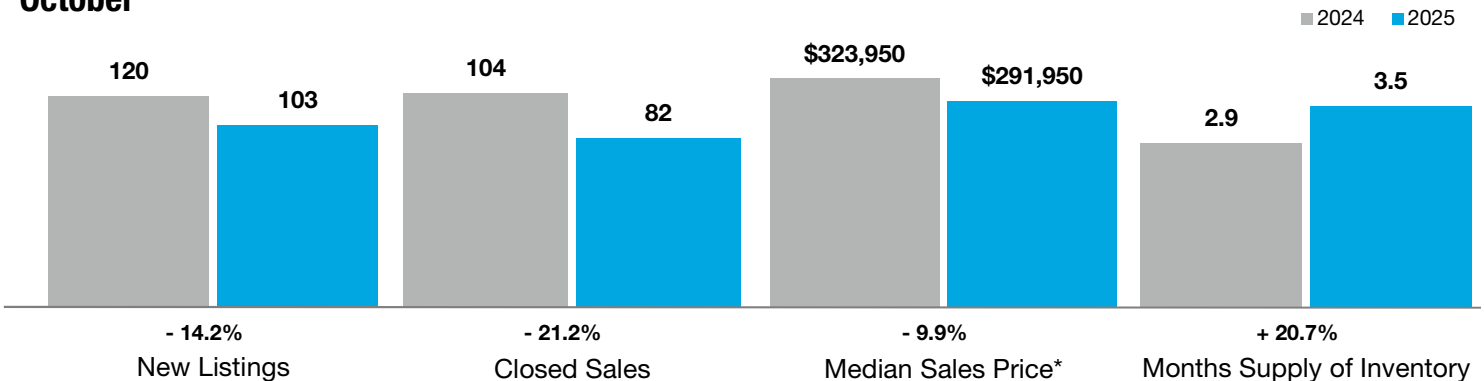
Hickory

North Carolina

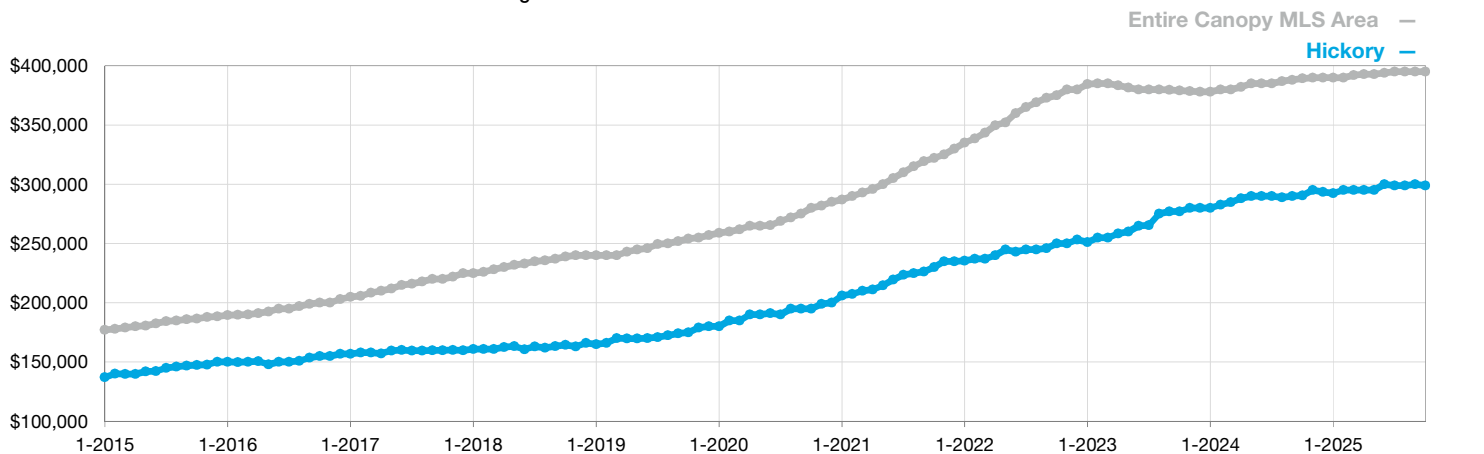
Key Metrics	October			Year to Date		
	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	120	103	- 14.2%	1,225	1,367	+ 11.6%
Pending Sales	81	107	+ 32.1%	909	928	+ 2.1%
Closed Sales	104	82	- 21.2%	893	900	+ 0.8%
Median Sales Price*	\$323,950	\$291,950	- 9.9%	\$291,500	\$299,450	+ 2.7%
Average Sales Price*	\$359,273	\$322,565	- 10.2%	\$338,523	\$356,325	+ 5.3%
Percent of Original List Price Received*	95.6%	93.4%	- 2.3%	96.0%	95.4%	- 0.6%
List to Close	81	94	+ 16.0%	82	90	+ 9.8%
Days on Market Until Sale	42	55	+ 31.0%	40	47	+ 17.5%
Cumulative Days on Market Until Sale	47	67	+ 42.6%	46	55	+ 19.6%
Average List Price	\$379,692	\$419,365	+ 10.4%	\$353,216	\$389,710	+ 10.3%
Inventory of Homes for Sale	245	312	+ 27.3%	--	--	--
Months Supply of Inventory	2.9	3.5	+ 20.7%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Historical Median Sales Price Rolling 12-Month Calculation



Current as of November 5, 2025. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2025 ShowingTime Plus, LLC.

Local Market Update for October 2025

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



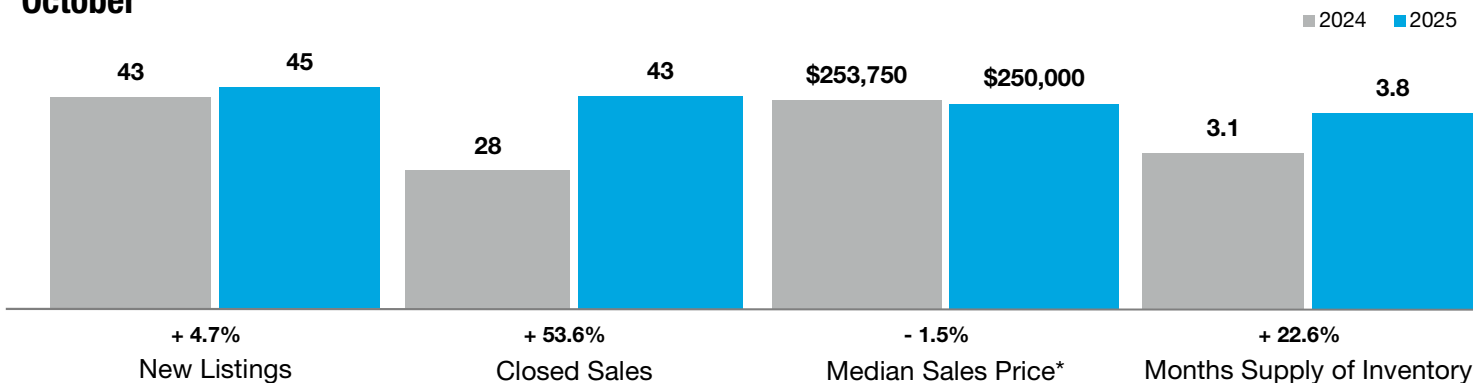
Lenoir

North Carolina

Key Metrics	October			Year to Date		
	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	43	45	+ 4.7%	461	536	+ 16.3%
Pending Sales	27	48	+ 77.8%	356	384	+ 7.9%
Closed Sales	28	43	+ 53.6%	359	359	0.0%
Median Sales Price*	\$253,750	\$250,000	- 1.5%	\$249,000	\$250,000	+ 0.4%
Average Sales Price*	\$350,102	\$322,008	- 8.0%	\$306,603	\$300,371	- 2.0%
Percent of Original List Price Received*	92.4%	91.8%	- 0.6%	95.1%	93.5%	- 1.7%
List to Close	80	87	+ 8.7%	84	91	+ 8.3%
Days on Market Until Sale	41	50	+ 22.0%	38	50	+ 31.6%
Cumulative Days on Market Until Sale	43	64	+ 48.8%	43	60	+ 39.5%
Average List Price	\$326,033	\$332,784	+ 2.1%	\$344,678	\$359,629	+ 4.3%
Inventory of Homes for Sale	108	140	+ 29.6%	--	--	--
Months Supply of Inventory	3.1	3.8	+ 22.6%	--	--	--

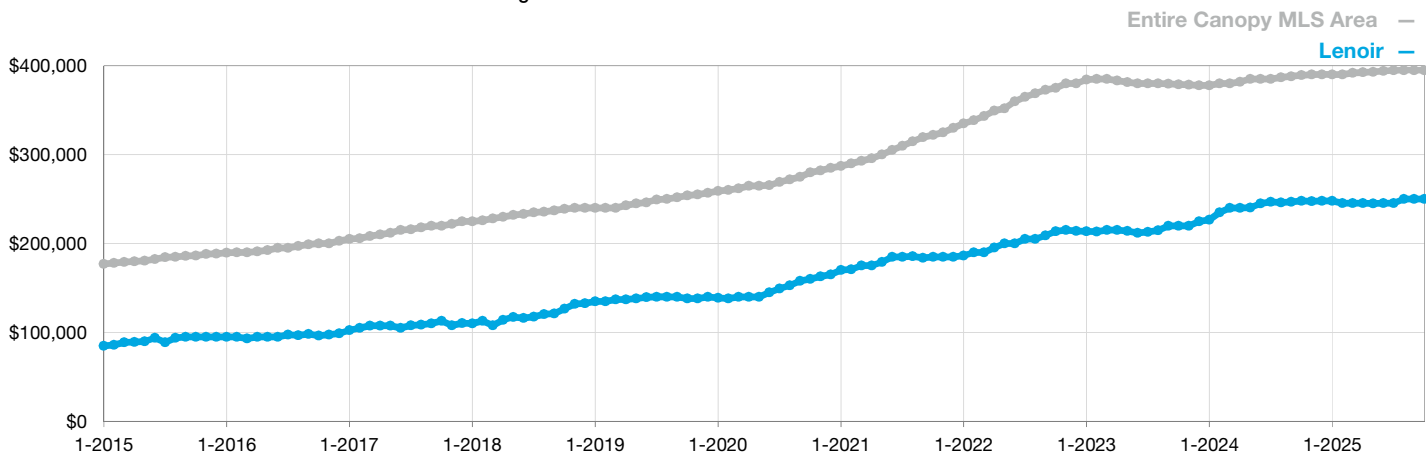
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Historical Median Sales Price

Rolling 12-Month Calculation



Current as of November 5, 2025. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2025 ShowingTime Plus, LLC.

Local Market Update for October 2025

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



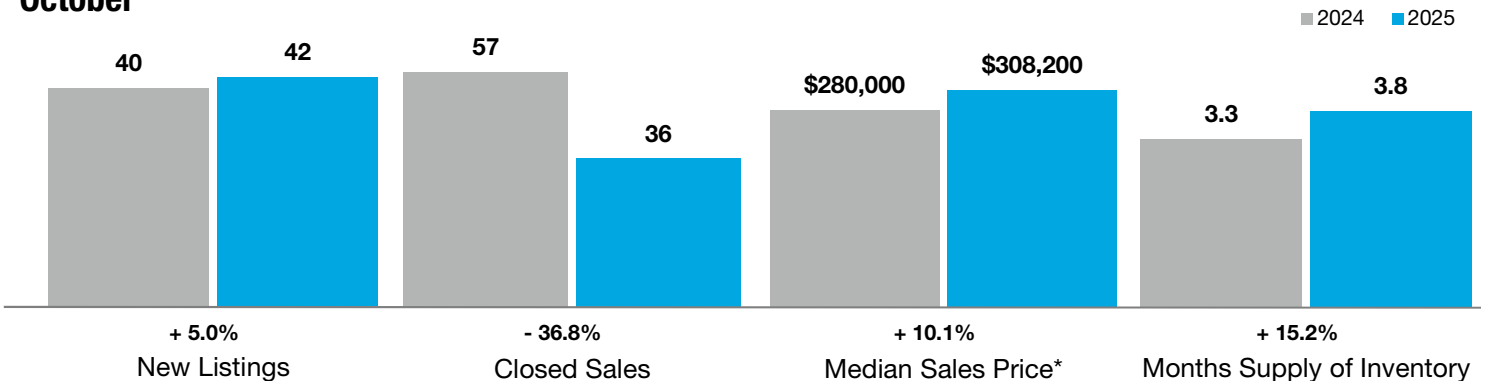
Morganton

North Carolina

Key Metrics	October			Year to Date		
	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	40	42	+ 5.0%	585	517	- 11.6%
Pending Sales	34	36	+ 5.9%	435	395	- 9.2%
Closed Sales	57	36	- 36.8%	430	396	- 7.9%
Median Sales Price*	\$280,000	\$308,200	+ 10.1%	\$269,000	\$277,000	+ 3.0%
Average Sales Price*	\$359,707	\$376,623	+ 4.7%	\$335,741	\$335,197	- 0.2%
Percent of Original List Price Received*	95.9%	93.7%	- 2.3%	94.7%	93.3%	- 1.5%
List to Close	89	85	- 4.5%	80	102	+ 27.5%
Days on Market Until Sale	42	44	+ 4.8%	40	59	+ 47.5%
Cumulative Days on Market Until Sale	58	62	+ 6.9%	43	67	+ 55.8%
Average List Price	\$410,437	\$397,574	- 3.1%	\$372,901	\$392,096	+ 5.1%
Inventory of Homes for Sale	137	146	+ 6.6%	--	--	--
Months Supply of Inventory	3.3	3.8	+ 15.2%	--	--	--

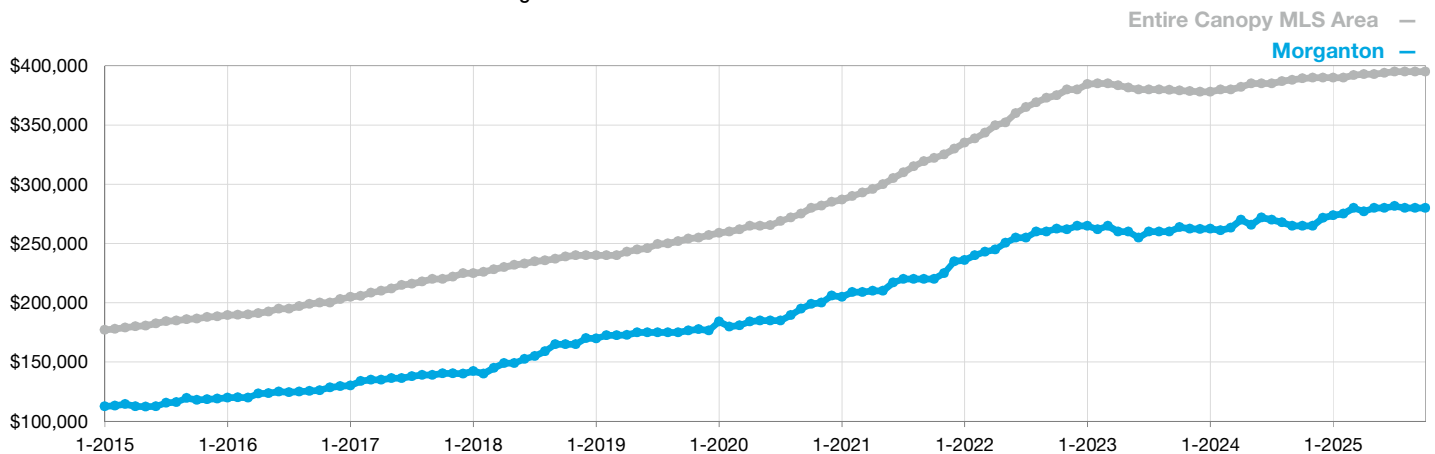
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Historical Median Sales Price

Rolling 12-Month Calculation



Current as of November 5, 2025. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2025 ShowingTime Plus, LLC.

Local Market Update for October 2025

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



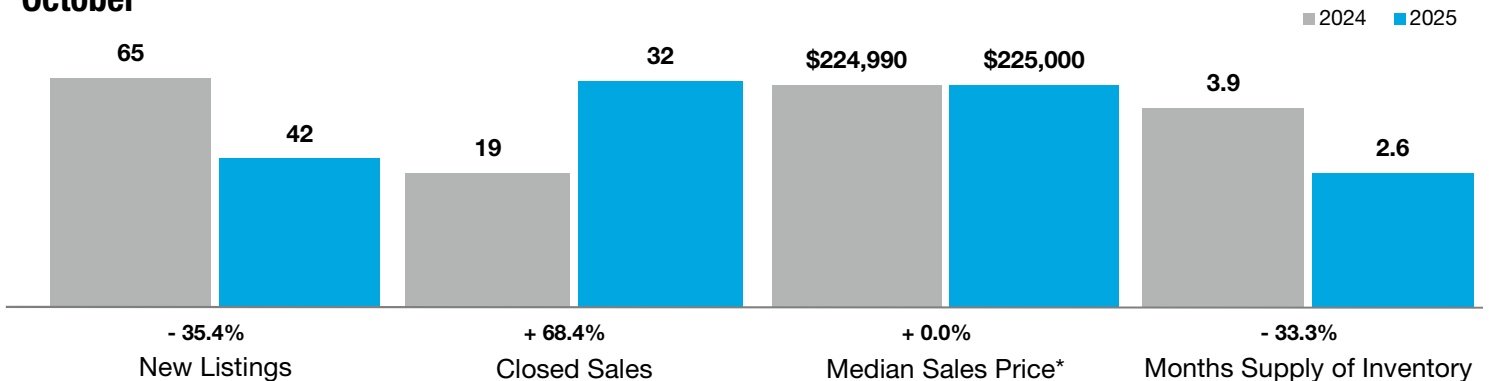
Newton

North Carolina

Key Metrics	October			Year to Date		
	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	65	42	- 35.4%	358	397	+ 10.9%
Pending Sales	38	33	- 13.2%	241	309	+ 28.2%
Closed Sales	19	32	+ 68.4%	211	301	+ 42.7%
Median Sales Price*	\$224,990	\$225,000	+ 0.0%	\$237,000	\$240,000	+ 1.3%
Average Sales Price*	\$269,602	\$275,015	+ 2.0%	\$290,381	\$271,767	- 6.4%
Percent of Original List Price Received*	94.1%	95.8%	+ 1.8%	94.3%	94.0%	- 0.3%
List to Close	81	88	+ 8.6%	82	91	+ 11.0%
Days on Market Until Sale	34	36	+ 5.9%	39	44	+ 12.8%
Cumulative Days on Market Until Sale	36	37	+ 2.8%	42	50	+ 19.0%
Average List Price	\$241,991	\$318,840	+ 31.8%	\$287,261	\$310,724	+ 8.2%
Inventory of Homes for Sale	87	85	- 2.3%	--	--	--
Months Supply of Inventory	3.9	2.6	- 33.3%	--	--	--

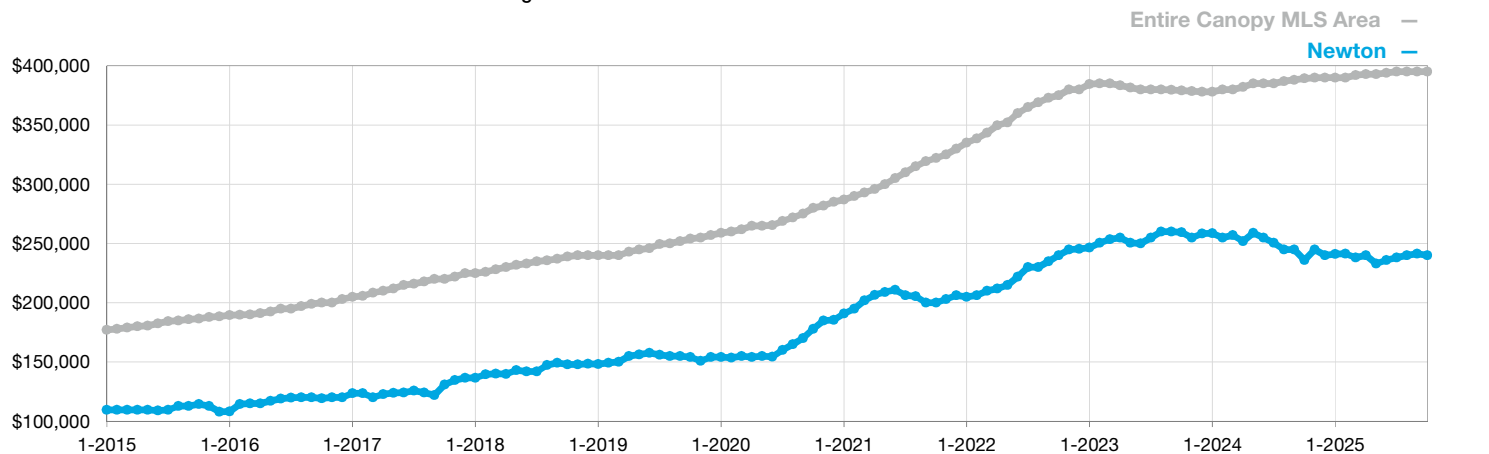
* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Historical Median Sales Price

Rolling 12-Month Calculation



Current as of November 5, 2025. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2025 ShowingTime Plus, LLC.

Local Market Update for October 2025

A research tool provided by the Canopy Realtor® Association
FOR MORE INFORMATION, CONTACT A REALTOR®



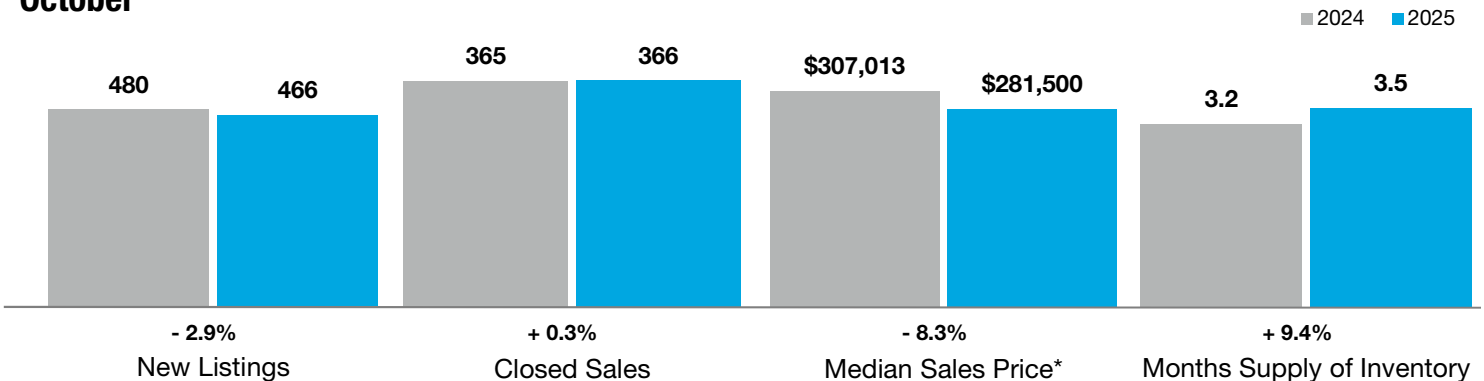
Hickory-Lenoir-Morganton MSA

Includes Alexander, Burke, Caldwell and Catawba Counties

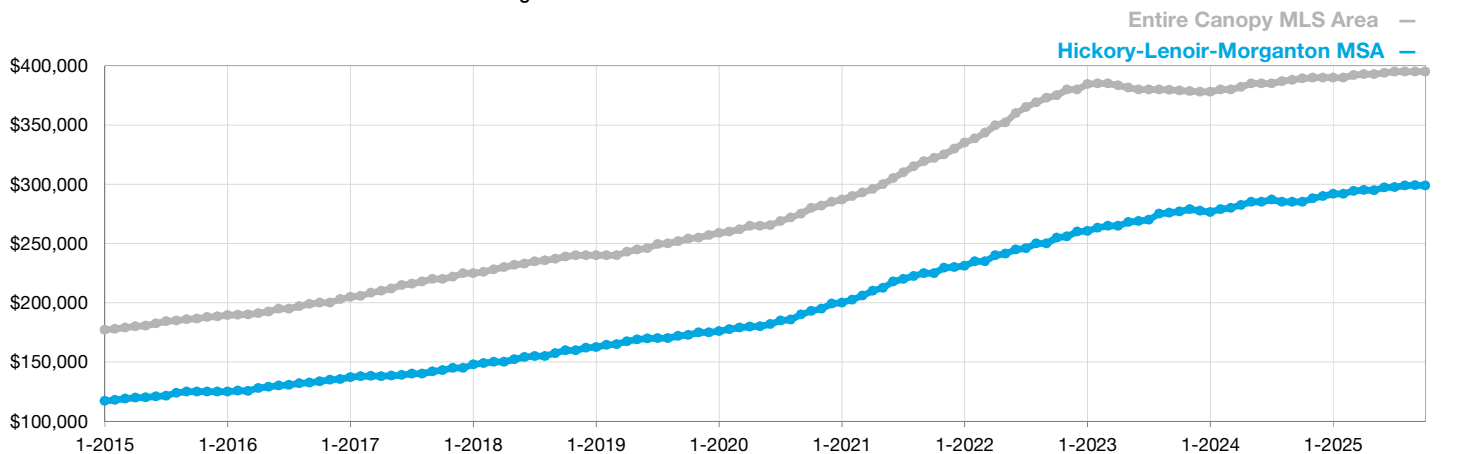
Key Metrics	October			Year to Date		
	2024	2025	Percent Change	Thru 10-2024	Thru 10-2025	Percent Change
New Listings	480	466	- 2.9%	4,797	5,144	+ 7.2%
Pending Sales	350	420	+ 20.0%	3,525	3,742	+ 6.2%
Closed Sales	365	366	+ 0.3%	3,351	3,593	+ 7.2%
Median Sales Price*	\$307,013	\$281,500	- 8.3%	\$289,900	\$299,000	+ 3.1%
Average Sales Price*	\$356,846	\$363,692	+ 1.9%	\$355,091	\$362,179	+ 2.0%
Percent of Original List Price Received*	95.1%	93.5%	- 1.7%	95.4%	94.4%	- 1.0%
List to Close	84	94	+ 11.9%	84	96	+ 14.3%
Days on Market Until Sale	41	53	+ 29.3%	41	52	+ 26.8%
Cumulative Days on Market Until Sale	48	66	+ 37.5%	46	62	+ 34.8%
Average List Price	\$392,301	\$424,483	+ 8.2%	\$390,878	\$409,861	+ 4.9%
Inventory of Homes for Sale	1,067	1,243	+ 16.5%	--	--	--
Months Supply of Inventory	3.2	3.5	+ 9.4%	--	--	--

* Does not account for sale concessions and/or downpayment assistance. | Percent changes are calculated using rounded figures and can sometimes look extreme due to small sample size.

October



Historical Median Sales Price Rolling 12-Month Calculation



Current as of November 5, 2025. All data from Canopy MLS, Inc. Report provided by the Canopy Realtor® Association. Report © 2025 ShowingTime Plus, LLC.